

Message Text

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FM AMCONSUL ADANA
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INFO AMEMBASSY ANKARA
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UNCLAS ADANA 308
E.O. 11652: NA
TAGS: BEXP, TU
SUBJECT: LICENSING OPPORTUNITY: SOLAR HEATING AND COOLING SYSTEMS
FOR COMMERCE
1. HERMAN SCHERLER, OWNER AND MANAGER OF---KLIMA TEKNIK, TERSHANE
CADDESI, BUGULU SOKAK, UGURHAN 18/8, KARAKOY, ISTANBUL TURKEY ---
A FIRM WHICH BUILDS AND FABRICATES INDUSTRIAL HEATING AND COOLING
SYSTEMS, IS INTERESTED IN ACQUIRING TECHNOLOGY AND DESIGN LAYOUTS
FOR SOLAR HEATING OF SMALL APARTMENT BUILDINGS. TYPICAL BUILDINGS
HAVE HOT WATER CIRCULATING SYSTEMS, CAPACITY 600-1000 LITERS,
HEATED BY BOILERS WITH OUTPUT OF 200,000 KILO CALORIES PER HOUR.
IT IS FORESEEN THAT OIL BURNERS WOULD STILL BE AVAILABLE AS

PAGE 2 RUFLEPA4429 UNCLAS
ALTERNATED ENERGY SOURCE.
2. BUILDINGS WOULD BE CONSTRUCTED IN MEDITERRANEAN COAST REGION
OF TURKEY, AN AREA THAT ENJOYS VERY HIGH DEGREE OF ANNUAL SUNLIGHT,
NOT UNLIKE ISRAEL. SOLAR SYSTEM INSTALLED WOULD IDEALLY HAVE
APPLICATIONS FOR COOLING IN SUMMER. "KLIMA TEKNIK" IN COORDINATION
WITH FOREIGN TRADE FIRM ISAC SALTI OF ISTANBUL WOULD BE PREPARED TO
HANDLE REPRESENTATION OF US FIRMS EXPORTING COMPONENTS FOR SOLAR
SYSTEM. FIRM HAS STRONG LOCAL REPUTATION IN VENTILATION AND CLIMATE
CONTROL FIELD AND HAS RECEIVED MAJOR INDUSTRIAL CONTRACTS.
RECOMMENDED AS TRADE CONTACT.
VON DEN STEINEN

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